

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Emerson Electric Company

PARTNER/VAD NAME:

SECTION I - Approval Requests:

HQAPP Requests:

1. Approval to present one ordering document in a non-standard fashion. Different license sets will be listed out separately on one ordering document by the names of three Emerson subsidiaries issuing three separate PO's (3 separate ship to/bill to addresses)
 - Emerson Motors
 - Astec
 - Emerson Corporate

This request was made specifically by Emerson to Oracle sales team for internal processing proposes on their end. Please note that Emerson contracted price is \$800/user and the E-business user is bundled per the Emerson contract

- Emerson requires this consolidation of PO's onto one Oracle Ordering Document for the purposes of streamlining their administrative process

This consolidated approach was successfully done in May 31, 2003 transaction executed with Emerson

Previously approved requests within same quarter for same deal (include date of approval):



SECTION II – Deal Summary:

Deal Summary (modify as deal changes to reflect your worse case)	
Product Mix:	E-business suite (Bundled per Emerson contract) – 220 users
License Discount	% (ebiz + %) NA
Support Discount	% (ebiz + %) nA
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below
Support Options/Holds	No
Price Holds	Yes, per February 2002 agreement
List License	176,000
List Support	38,720
List Comp & Admin	N/a
Net License	176,000
Net Support	38,720
Net Comp & Admin	N/a
Net Price	214,720
Price List Used (specific date)	

Migrations	
Does deal include migration (y/n)	no
Discount on migrated licenses	no
Migration support - before	no

Migration support - after	no
Customer history	
Existing contractual discount (price hold)	no
Date of Price List for price hold	February 2002
When does price hold expire?	February 2007
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	E-business suite
Name of Agreement, if applicable	OLSA-45712-21-Feb-2002

SECTION III – Justification:

- Emerson requires this consolidation of PO's onto one Oracle Ordering Document for the purposes of streamlining their administrative process
- This consolidated approach was successfully done in May 31, 2003 transaction executed with Emerson

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *(fill in rep name and AVP name here)*

Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION IV – Computer and Admin Services:

(Delete this section if not applicable)

If Computer and Administration Services or Administration Services are being ordered please provide information below:

Does this deal include Phased Implementation?
License minimums met at each implementation phase?
Is customer purchasing the Ebusiness Suite? If so what is the total employee population?
Is the 20% rule met in each phase?
Is the 10% professional user rule met in each phase?

Computer and Administration or Administration Services hosting minimums met at each implementation phase? (\$6,000 monthly for C&A and \$4,000 monthly for Admin for EBSO only (\$6,000 monthly for C& A for Collaboration Suite) (\$12,000 monthly for C&A for EBSO and OTO and \$8,000 monthly for Admin only for EBSO and OTO) Example: A customer wishes to purchase Computer and Administration Services for 9i and Financials. The net annual fees for 9i are \$65K and the net annual fees for Financials are \$100K. An incremental fee is not required since the total fees of \$165K are greater than the \$144K annual minimum Note: If a customer is purchasing a database/ias license simply to be in compliance with E-Business Suite requirements (e.g. they are making modifications), they must purchase Outsourcing for the database/ias as well the E-Business Suite application, but this is not considered Technology Outsourcing and they only need to meet the E-Business Suite minimums of \$48,000 for Administration Services only and \$72,000 for Computer and Administration Services. On the other hand, if the customer is specifically implementing 9iAS/9i functionality such as Portal or Data Warehouse in addition to E-Business Suite, that is considered Technology Outsourcing and the customer must meet the minimums for both Technology and E-Business Suite Outsourcing. Thus, the minimums would be \$96,000 for Administration Services only and \$144,000 for Computer and Administration Services. The customer must be in compliance with database licensing requirements	
Does this deal have a subset of users?	
What is the entire License set? What is the justification for a subset?	
Standard Ordering Document Terms?	
Standard pricing?	
Is Customer using the Certified Configuration (applies to Admin only)?	
Administration Services or Computer and Administration Services:	
Applications or Technology or both:	
Customer email address (required):	
Service Implementer (required):	
For existing licenses - (NOTE: Validation of existing licenses and support must be obtained from licmgmt@us.oracle.com)	CSI Number _____ Original License Agreement _____ Original Order Entry No. _____ Date of Original License Purchase _____
Are additional users being purchased for applications that are already hosted?	
Is this purchase of Administration Services or Computer and Administration Services by a customer who is purchasing Outsourcing for additional products which were not previously hosted?	
Are any self-service apps for use outside the firewall being purchased?	
Did customer purchase FastForward OnLine Financials RPM (5 day implementation preconfigured general ledger)?	
Is customer purchasing an iLearning Subscription?	

SECTION V – Ordering Document Details

Instructions - Fill in all sections completely.

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information

Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	November 21, 2003
Opportunity I.D. (OSO Number):	1130372
Is this a ship order?	Yes <input checked="" type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	N/a
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	Yes <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Payment Terms:	<input type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) _____
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> Other (Specify)_OLSA-45712-21-Feb-2002

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Emerson Electric Company
Business Address:	800 West Florissant
City / State / Zip:	St., Louis, MO 63136
Customer Contract Admin:	Steve Hamby
Phone #:	314-553-2000
Fax #:	
E-mail ID:	Steve.hamby@emrsn.com
Billing Contact:	same
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	

Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____%
Education Revenue:	\$ _____
Education Sales Rep:	

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make:

OS:

PROGRAMS:

Applications		
Will applications be modified:	Yes	<input checked="" type="checkbox"/> No
Will users be accessing modified Apps from the web:	Yes	<input checked="" type="checkbox"/> No
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No

Will users use Fast Forward RPM:	Yes <input checked="" type="checkbox"/> No
Will applications be hosted:	Yes <input checked="" type="checkbox"/> No
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Cindy Bolt
Technology Sales Manager	
Account Manager	Cindy Bolt
OracleDirect Rep	James Mayer
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input type="checkbox"/> No
Requester:	Name: <u>James Mayer</u> Business Telephone: <u>650-633-6549</u> Cell Phone: <u>650-868-1877</u>